



NEWS RELEASE

PRESS OFFICE

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THREE COMPANIES TIED FOR THE SBA'S NATIONAL MINORITY SMALL BUSINESS OF THE YEAR

***Three Other Minority-Owned Firms get 8(a) Graduate of the Year Award;
Administrator Barreto also announces Four Leadership Awards***

WASHINGTON – Six exceptional minority-owned businesses were named recipients of the U.S. Small Business Administration's most celebrated awards for superior achievement during the 19th Annual National Minority Enterprise Development (MED) Week celebration in Washington, D.C., today.

SBA Administrator Hector V. Barreto announced the award winners at a luncheon today honoring their achievements. Recipients of the *National Minority Small Business Firm of the Year Award* are Analytical Services Inc. of Huntsville, Ala., Hardrives Asphalt Company Inc. of Billings, Mont. and Innovative Technical Solutions Inc. of Walnut Creek, Calif. The recipient of the *National 8(a) Minority Small Business Graduate of the Year Award* is Galaxy Scientific Corp. of Egg Harbor Township, N.J. The first runner up for the *8(a) Graduate Award* is Manufacturing Technology Inc. of Fort Walton, Fla; the second runner up is Sanders Engineering Co. Inc. of Yorba Linda, Calif.

"For the first time, we have a three-way-tie for the *National Minority Small Business Firm of the Year* and a first and second runner up for the *8(a) Graduate Firm of the Year*," said Administrator Barreto. **"What a great indication of the strength of the American minority small business community! We're here today to celebrate the successes of these firms that contribute significantly to the success of our economy."**

This year's award recipients all were participants in the SBA's 8(a) Business Development Program – a program that provides management and technical assistance, networking and federal contracting opportunities to socially and economically disadvantaged businesses.

Mr. Barreto also announced four winners of the *Administrator's Award for Leadership*, a special honor recognizing the recipients for their tireless efforts and unwavering commitment on behalf of the nation's minority small business community.

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The recipients of the *Administrator's Award for Leadership* are:

- Robert Teller of the Orange County (CA) Market Place, for outstanding support and unwavering commitment on behalf of the minority small business community in Orange County;
- The U.S. Department of the Army, for sustained outstanding achievement in contracting with small and disadvantaged businesses;
- Arthur Fletcher, chairman of the National Black Chamber of Commerce, for a lifetime of advocacy on behalf of small and minority-owned businesses; and
- U.S. Rep. Albert Wynn, congressman from Maryland, in special recognition of his continuing support for the nation's small and minority-owned businesses.

The awards were part of the MED Week Conference at the Omni Shoreham Hotel in Washington, D.C., that began Sept. 23 and will end on Sept. 26. The SBA's Office of Government Contracting and Business Development is co-sponsoring the event with the Department of Commerce's Minority Business Development Agency. The conference features workshops, seminars and a business expo.

Background information on the winners of the National Minority Small Business Firms of the Year and the National 8(a) Minority Small Business Graduates of the Year:

National Minority Small Business Firms of the Year

Irma L. Tudor, President

Analytical Services Inc.

Ms. Irma Tudor, a first generation American, moved from Mexico to El Paso, Texas, when she was just seven years old. While pursuing an MBA at Troy State University in Troy, Ala., Irma developed a business plan for minority-owned firms in government contracting for her thesis. She used the business plan to establish Analytical Services Inc. in 1992.

ASI started with one employee and has grown to 150 full-time employees. Headquartered in Huntsville, Ala. since 1993, ASI also maintains field offices in Florida, Mississippi and other satellite offices in 14 locations throughout the eastern United States and Puerto Rico. ASI is now a successful prime contractor and mentor that strives to form mutually beneficial alliances with other small minority-owned firms.

Jim Bailey, President

Hardrives Asphalt Company Inc.

In 1989, Mr. Jim Bailey founded Hardrives Asphalt Company Inc., with three employees to perform full-service asphalt paving, excavating and concrete pavement maintenance. Since then, the firm has grown to 35 employees with sales of \$2.9 million in 2000. Hardrives was the first asphalt company in the region to use geotextile fabric on overlay projects and patch projects.

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Hardrives is the only paving company in the area that produces its own “sealcoat” material. Sealcoat has grown into a significant profit center for the firm and Hardrives is now marketing it to other companies outside of the region and in Canada. Hardrives enjoys a long-standing reputation of providing quality service at a reasonable price.

Dev K. Shukla, Ph.D., P.E., President
Innovative Technical Solutions Inc.

Dev Shukla, Ph.D., P.E. founded Innovative Technical Solutions Inc. in 1994 with three employees, \$100,000 in contracts and a single office in Oakland, Calif. In just seven years, ITSI has grown to 100 employees and \$10 million in sales with four additional offices in Northern and Southern California. ITSI also has offices in Utah, Missouri and Texas.

ITSI's team of professional engineers, scientists and project managers investigate environmentally hazardous sites, determine contamination levels, develop a cleanup solution, implement the remediation plan, document the results and prepare the final reports. The team's performance has brought repeat business with clients in private industry as well as federal, state, and local government agencies.

National 8(a) Minority Small Business Graduate of the Year

James W. Yoh, President & CEO
Galaxy Scientific Corporation

James W. Yoh founded Galaxy Scientific Corp. in 1978, having left Taiwan for the United States with just \$200 and a scholarship to the University of Notre Dame following the communist takeover of the mainland. Dr. Yoh later built his experience as a senior scientist for the Computer Sciences Corp. into a reputation in avionics and aeronautical engineering. GSC increased revenues from \$600,000 in the first year to \$38.4 million this past year, with a staff of over 400 professional and support personnel.

The SBA certified GSC in 1988. Today, GSC's contributions to high technology and engineering are focused in four areas – information technology, aviation technology, navigation systems and training systems. GSC is a leading-edge developer of sophisticated training systems including multimedia interactive courseware, training aids, intelligent diagnostic/troubleshooting trainers, virtual learning centers, distance learning centers, and cognitive evaluation of training systems.

National 8(a) Minority Small Business Graduate of the Year

First Runner-Up

Paul S. Hsu, Ph.D., Chairman & CEO

Manufacturing Technology Inc.

MTI, founded by Paul S. Hsu in 1984, provides engineering and technical services in the area of defense electronic support and communications handling systems specializing in design, development and manufacture of electronic components and systems. Dr. Hsu is a native of Taipei, Taiwan. He attended college in Taiwan and came to the United States to further his engineering career. A first generation immigrant, Dr. Hsu overcame many cultural obstacles and language barriers. Under Dr. Hsu's leadership, MTI has realized increased revenues and grown from a staff of six to 312 full-time employees.

The SBA certified MTI under the 8(a) Business Development Program in 1986 and guaranteed a loan for \$250,000 that enabled the company to become more competitive in federal contracting. MTI employs numerous minority small businesses as subcontractors and provides administrative and technical support.

National 8(a) Minority Small Business Graduate of the Year

Second Runner-Up

Craig T. Jackson, Chairman & CEO

Sanders Engineering Co. Inc.

Craig T. Jackson acquired Sanders Engineering Co. Inc., in 1981, as a firm specializing in mechanical and general contracting. Mr. Jackson, chairman of the board and CEO, gained his contracting experience with Carrier Air Conditioning Co. enabling him to grow SEC from five to 200 employees and lift annual revenues from \$300,000 to \$36 million. SEC serves federal, state and local government, education, health care facilities, aerospace, commercial, residential and industrial construction markets.

SEC supports other minority businesses – Native-American, Hispanic and women-owned – by providing help with accounts receivable and payable, job cost analysis, internal financial statements, human resource services, bonding assistance, bank lines of credit, mentoring and marketing, management, field operations and technology.

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The 10 Regional Minority Small Business Persons of the Year

REGION I

Mr. Kenton Clarke
President
Computer Consulting Associates Inc.
Southport, CT 06490

REGION II

Mr. Cleveland Hughes, Jr.
President
CHC Construction Group Inc.
Syracuse, NY

REGION III

Mr. Frank S. Islam
President
QSS Group Inc.
Lanham, MD

REGION IV

*Ms. Irma L. Tudor
(National Winner)
President
Analytical Services Inc.
Huntsville, AL

REGION V

Mr. Robert A. Dorr
President
DECO Inc.
Onamia, MN

REGION VI

Mr. I. Martin Mercado
President
Mercado Construction Inc.
Albuquerque, NM 87102

REGION VII

Mr. Winford Hurd
President
Satellite Janitorial Company Inc.
Kansas City, MO

REGION VIII

*Mr. Jim Bailey (National Winner)
President
Hardrives Asphalt Company Inc.
Billings, MT 59107

REGION IX

*Dev K. Shukla, Ph.D., P.E.
(National Winner)
President
Innovative Technical Solutions Inc.
Walnut Creek, CA

REGION X

Mr. Miguel Garcia
President
MG Construction Inc.
Salem, OR

For more information, contact the MED Week 2001 office at 1-877-MEDWEEK or visit the Web site at www.medweek.gov.

Additional information about SBA's programs and services is available at SBA's Web site: <http://www.sba.gov> or by calling the SBA's Answer Desk at 1-800 U ASK SBA.

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